

Message Text

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ACTION EUR-12

INFO OCT-01 ISO-00 EB-07 /020 W
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R 161105Z AUG 76
FM AMEMBASSY SOFIA
TO USDOC WASHDC
INFO SECSTATE WASHDC 1612

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USDOC FOR BEWT/BTAD/HOROSCHAK

E.O. 11652: NA
TAGS: BPRO BU
SUBJECT: GE NUTRIENT RECLAMATION PROJECT

REF: A. USDOC 10548
 B. USDOC 12925

1. DURING CALL ON DIRECTOR GENERAL SIMEON BESHKOV AT STATE ECONOMIC ENTERPRISE (SEA) FODDER INDUSTRY, BESHKOV SAID THAT TEST PROJECT (REF A) WAS RESULT OF GE UNWILLINGNESS TO PROVIDE GUARANTEES FOR PRODUCT QUALITY AND QUANTITY IN PILOT PROJECT (BESHKOV DESCRIBED THIS AS "A SEMI-INDUSTRIAL PLANT") TO BE BUILT IN BULGARIA. GE TEST OF MANURE SAMPLE WAS TO BE OBSERVED BY BULGARIAN MICROBIOLOGIST TO INSURE THAT PROCESS WAS VIABLE. BESHKOV UNDERSTOOD THAT \$23,000 WAS TO PAY COSTS FOR SPECIALIST FOR 15-DAY STAY IN US. HE FELT THAT THIS WAS TOO EXPENSIVE AND HAD NOT AUTHORIZED LETTER OF CREDIT.

2. BESHKOV SAID HIS ORGANIZATION IS NOT CONVINCED OF THE PROCESS AND PREFERS TO PURCHASE EQUIPMENT AND TECHNOLOGY, NOT JUST LICENSE FOR TECHNOLOGY ONLY. IF GE IS INTERESTED IN FURTHER DISCUSSIONS, IT SHOULD SUBMIT FORMAL PROPOSALS, INCLUDING GUARANTEES OF QUALITY AND QUANTITY OF OUTPUT. FURTHER, HE STATED
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THAT GE SHOULD BE PREPARED TO BUILD PLANT AND PROVIDE

CREDIT, ON STATUS OF TEST, BESHKOV SAID THAT GE SHOULD NOT EXPECT TO RECEIVE PAYMENT, BUT SHOULD PAY EXPENSES OF TEST AND OBSERVER IN ORDER TO PROVE VIABILITY OF PROCESS.

3. COMMENT. ALTHOUGH BESHKOV SPOKE IN POSITIVE TERMS, IT WAS PLAIN THAT HE HOPES TO GAIN MAXIMUM TECHNICAL KNOWLEDGE AND, IF POSSIBLE, A COMPLETE PLANT WITH SMALLEST POSSIBLE CURRENCY EXPENDITURE. WHILE COMMENTS ABOUT VIABILITY OF PROJECT MAY ONLY BE BARGAINING POSITION, BESHKOV IS NOT WILLING TO PAY COST OF TEST OR OBSERVER EXPENSES IN US. EMBASSY IS NOT FAMILIAR WITH DETAILS OF EARLIER NEGOTIATIONS BETWEEN GE AND SEA FODDER PRODUCTION, BUT IT APPEARS THAT BULGARIANS MAY HAVE SECOND THOUGHTS ON DESIRABILITY OF PROJECT.
HERZ

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 16 AUG 1976
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Authority: CunninFX
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 28 MAY 2004
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1976SOFIA01739
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D760313-1207
From: SOFIA
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1976/newtext/t19760850/aaaabrbi.tel
Line Count: 77
Locator: TEXT ON-LINE, ON MICROFILM
Office: ACTION EUR
Original Classification: LIMITED OFFICIAL USE
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: LIMITED OFFICIAL USE
Previous Handling Restrictions: n/a
Reference: n/a
Review Action: RELEASED, APPROVED
Review Authority: CunninFX
Review Comment: n/a
Review Content Flags:
Review Date: 09 APR 2004
Review Event:
Review Exemptions: n/a
Review History: RELEASED <09 APR 2004 by greeneet>; APPROVED <03 AUG 2004 by CunninFX>
Review Markings:

Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
04 MAY 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: GE NUTRIENT RECLAMATION PROJECT
TAGS: BPRO, BU
To: COM
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 04 MAY 2006